



ARMY ACQUISITION REFORM



Issue 92

15 October 1998

Capitalizing on AR Initiatives

Aggressive implementation of Acquisition Reform initiatives certainly produces dramatic results. Within a cycle time of only 61 days, the U.S. Army Communications-Electronics Command (CECOM) Acquisition Center recently awarded two multi-year contracts (split award) for Enhanced Third Generation Night Vision Devices, an ACAT-III program. Collectively, the firm-fixed-price contracts, which provide for aviator and ground night vision goggles and associated spares, could potentially approach a total value of \$367M.

The contracts capitalized on the successful use of several acquisition reform streamlining initiatives. The acquisition strategy included the use of best value procedures, oral presentations, performance specifications as "Information Only," an integrated Statement of Work, and electronic issuance of solicitation and amendments via the Internet based CECOM Acquisition Center Business Opportunities Page (BOP).

Adding to those initiatives, the CECOM Acquisition Center's approach also employed other noteworthy initiatives such as the use of Cost as Independent Variable (CAIV) pricing threshold; DCMC-assisted oral past performance presentation; oral Items for Negotiation (IFNs); and increased weighting applied towards evaluation of more recent past performance.

Uniquely, a "dollar for dollar" credit was applied towards an offeror's total evaluated price through a trade-in initiative. This "win - win" initiative allowed the government to trade-in excess depot stock of night vision tubes and systems to an offeror for potential commercial applications, and in return apply received credit towards the purchase of newer tubes and systems.

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